

## Message Text

UNCLASSIFIED

PAGE 01 CARACA 10663 252319Z

12

ACTION COME-00

INFO OCT-01 ARA-10 ISO-00 EB-06 RSC-01 /018 W

----- 129387

R 252058Z OCT 74

FM AMEMBASSY CARACAS

TO SECSTATE WASHDC 6418

UNCLAS CARACAS 10663

FOR COMMERCE BIC/OIM/MRD

SUBJ: GMR, LABORATORY INSTRUMENTS STUDY BIDS

REF: A 6864 DTD SEP3, 74

1. THREE MARKET RESEARCH COMPANIES OF THE EIGHT WHICH  
ORIGINALLY VOICED INTEREST IN THE PROJECT HAVE SUBMITTED  
BIDS FOR THE LABORATORY INSTRUMENTS SURVEY. COMMERCE  
DEPT HAS LET CONTRACT TO ALL THREE AND IS FAMILIAR  
WITH THE QUALITY OF THE WORK OF EACH.

2. A TARGET RESEARCH C A 1) BIDS \$3,750; 2) 51  
INTERVIEWS; 3) RELEVANT EXPERIENCE IN TWO MARKET SURVEYS  
CONDUCTED ON COMMERCE DEPT'S ACCOUNT ON INDUSTRIAL  
AND ANALYTICAL INSTRUMENTATION AND PROCESS CONTROL  
INSTRUMENTATION 4) PERHAPS DUE TO CONFUSION OVER APPLICABILITY  
OF FULL OR MODIFIED SPECIFICATIONS BID STATES STUDY WILL  
TAKE 12 WEEKS.

B. HABCO & ASSOC C A 1) BIDS \$4,000; 2) UNSPECIFIED  
NUMBER OF INTERVIEWS WITH EDUCATION MINISTRY, TECHNICAL  
UNIVERSITY, LABORATORIES, HOSPITALS, PHARMACEUTICAL  
HOUSES, INSTRUMENT IMPORTERS AND ASSOCIATIONS ;3)  
PREVIOUS STUDIES INCLUDE COMMERVE DEPT SPONSORED  
RESEARCH ON AGRICULTURAL EQUIPMENT AND FOOD PROCESSING AND  
PACKAGING EQUIPMENT 4) 10 WEEKS.

C VEMEX S R L 1) BIDS BS 18,500 OR APPROX \$4,320; 2) 37  
INTERVIEWS; 3) PREVIOUS UNSPECIFIED EXPERIENCE IN  
LABORATROY INSTRUMENTATIN 4) 10 WEEKS  
FOR COMPLETION OF STUDY.

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3. ITS LOW BID AND PREVIOUS RELATED RESEARCH APPEAR TO  
MAKE TARGET MOST ATTRACTIVE BIDDER. AS NOTED ABOVE, 12 WEEK  
PERIOD FOR COMPLETION MAY HAVE ARISEN FROM  
MISUNDERSTANDING OF SPECIFICATIONS.  
MCCLINTOCK

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NNN

## Message Attributes

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**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
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**Decaption Date:** 01 JAN 1960  
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**Disposition Approved on Date:**  
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**Reference:** A 6864 DTD SEP3, 74  
**Review Action:** RELEASED, APPROVED  
**Review Authority:** boyleja  
**Review Comment:** n/a  
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**Review Date:** 19 MAR 2002  
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30 JUN 2005

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**Review Release Event:** n/a  
**Review Transfer Date:**  
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**TAGS:** BEXP  
**To:** STATE  
**Type:** TE  
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